

West Hartford Clean Energy Task Force
Meeting Notes

Date: August 29, 2012

Time: 7:00 PM

Location: Town Hall, Room 422

Participants: Bob Palmer, Joe Campanella, Jim Murkette, Steve Gurney, Roger Smith, Rob Bell, World Energy Solutions- Mike Santangelo (lighting), Rob Boissonneault (HVAC, mechanical), Sue Begin, Catherine Diviney

Next meeting: Wednesday 9/19 7pm

1. Clean Energy Banner- was posted at Farmington and Main St for 2 weeks.
2. Hotel RFQ- for hotel opposite the police station. 7 responses. 1 committed to LEED Gold. Others said theyâ€™d get to that level but maybe not certify it. Plan to whittle down to 1 by monthâ€™s end. Proposals have sustainability sections- possible review by Catherine Diviney. Then to council and P&Z with public input.
3. Performance contracting RFQ (with Bloomfield, Simsbury) narrowed down to 3. Noresco, Ameresco, Johnson Controls on 9/4. Task force can have 1 representative. The sessions are at 10AM (Joe), 1 (?), 3 (Roger?). 4:30-5 discussion. Peregrine grant ended July 31st but they are still facilitating.
4. Reporting on Community Innovations Grant. Chris was delegated to revise/update. Catherine to contact him to finish reporting to CEFIA.

5. WH Business Outreach

a) Rick Galipeau (World Energy Solutions)

Do HVAC, energy management, refrigeration controls etc. themselves and with other vendors.

19 contractors selected every 3 years. Price, quality, savings analysis.

Averaged pricing for services.

What kind of experience will the business have?

Arrive, ask where their energy is going, look at bill for demand profile, do little walkthrough with the owner. Lighting, air conditioning, kitchen. If owns building, refrigeration and controls, snack machine timers, HVAC, variable frequency drives on pumps and motors. Not much insulation/air sealing. Mainly attic insulation. Now have 0% over 48 month financing. To qualify, pay electric bill over past 12 months (no more than 3 late payments).

Comprehensive projects have greater incentives

Example: Manchester Country Club. Lighting overhaul, upgraded HVAC, upgraded to condensing boiler, added Energy Management System (wireless), refrigeration, blew in attic insulation. Got 40% incentive on \$300K project. Financed the balance over 48 months.

Channel partners- 2 types. Address, name, phone # (3%) or carefully vet customer, notes,

pictures and sell it (5%). % is of project size.
Average ~\$30,000 -50,000 range.

Outreach- they target business sectors. Now- refrigeration. 14,000 package stores, convenience stores, gas stations.

Put on forums, go door to door to businesses.

What are the challenges to moving forward? For mom and pops, owner knows about the problems but easier to just spend \$ on repairs then figuring it out. Think it's too good to be true and don't know who is credible and who is not.

Admin/marketing people under Rick- he's the lead point of contact.

b) Sue- materials (draft pitch and sticker)- started a draft. WH Green Business Initiative. Sue to send Roger and Catherine rough text to edit by 9/5.

c) Joe- testimonials- 2 companies said yes, none have. Get stories from WES.

d) Sue, Roger- Recognition "Honor Roll" with window sticker. Also WH website.

e) Steve, Roger- will work on presentation content (3-5 min.)

f) Burke- Park Road outreach- Joe- ask Burke.

g) Vendor selection- Joe, Catherine

a. World Energy Solutions- gave list of partners and % of contract as finders' fee.

b. Conservation Services- gave list of partners and % of contract as finders' fee.

c. New England Energy

d. Paquette

h) Web page/contact- Catherine

i) Outreach

a. Park Road Business Association

b. Chamber of Commerce

c. Property Managers- Udolf, Clark, Sinatro, Simons

d. Rotary Club

e. Local country clubs

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